

COM-PACK Continued

internationally. The company's sales volume is \$½ million. Mr Fielder is interested in looking at Canadian products.

T.S.CHRISTENSEN ASSOCIATES

P.O.Box 8601,
La Crescenta, CA 91214
Mr Tom Christensen, President.

(213)957-0747

Mr Christensen sells code dating, hot stamp printing, labelling, and twist tying equipment. He also handles tying supplies. The company employs one salesman and operates in California, Arizona, and Nevada. Christensen's most popular selling machine is a code dater which sells at between \$2,000 and \$5,000 depending on the options purchased. The company sells approximately twenty of these machines each year. Christensens do not handle installation, service or hold spare parts. Christensen's main market is the pharmaceutical industry, specifically disposable products. The pharmaceutical industry uses more sophisticated equipment and it is expanding on the West Coast. Mr Christensen feels Canadian companies should allow a fifteen percent margin for distributors operating in California; he is interested in reviewing Canadian products and has so far not dealt with Canada.

COMPLETE PACKAGING SYSTEMS

1918 Central Avenue (South),
El Monte, CA 91733
Steve Madis, President.

(213)579-4670

The company are sales representatives for the Canadian company Visual Thermoforming and also sell other carton forming equipment. In addition to machinery the company handles PVC, paper, and Surlin materials. The company's most popular machine is a blister sealer which sells for around \$5,000. Complete Packaging sells to a wide range of manufacturers and distributors over eleven western states. The company employs one full time salesman but has other commission representatives. Sales volume is between \$500,000 and \$1,000,000. Mr Madis advised that the company handles customer installation, services machines and holds stocks of spare parts. Mr Madis' experiences with Visual Theroforming have given him a great deal of respect for Canadian companies' professionalism and business attitudes. Consequently he is interested in working with other Canadian companies and would like to review the product groups covered by this study. He feels that manufacturers should allow twenty to twenty-five percent margins for California distributors.